



Silver Peak

NETWORKcomputing
AWARDS 2013
 ★ WINNER ★
 NETWORK PROJECT OF THE YEAR
 - PRIVATE SECTOR

DATA ACCELERATION BEATS BANDWIDTH ADDICTION

DURING 2012 UNITED DRUG HAD SOME CHALLENGING IT PROBLEMS - BUT SILVER PEAK WERE ABLE TO DELIVER THE RIGHT MEDICINE



Operating across 23 countries with 8,000 staff and approximately 5,000 users, United Drug was tasked with consolidating its IT estate in early 2012. The project not only focused on merging the firm's 26 data centres into just three facilities, but it also required United Drug to centralise all of its disaster recover (DR) requirements; a process that would involve transferring large volumes of data across the WAN between their Dublin headquarters, some distributed data centres, and a string of remote offices.

United Drug primarily needed help accelerating its network in support of EMC RecoverPoint remote replication, which would form a strategic component of their DR strategy. Persistent network issues prevented replication processes from taking place between their main Dublin site, a second production site in Belfast, and a new dedicated DR facility also in Dublin. This put United Drug under pressure to build an IT infrastructure that not only reduced costs and improved flexibility, but that would also establish better DR compliance.

Turning to Silver Peak, United Drug deployed their data acceleration software at various locations, allowing it to significantly improve its disaster recovery operations. In addition, the company has improved performance of important applications including SAP and Microsoft Exchange as

well as other key productivity and quality management applications, thus enhancing employee efficiency and collaboration. The Silver Peak deployment also avoided a substantial bandwidth upgrade that has saved the company more than 30,000 euros a year in IT costs.

A HIGHLY-OPTIMISED STRATEGY

When looking for a solution capable of maximising replication throughput over the WAN while simultaneously optimising the performance of other business critical applications, United Drug turned to IT infrastructure reseller Comsys (a Silver Peak Partner in Ireland) for guidance. Following an initial evaluation period, the healthcare service company chose to deploy Silver Peak virtual appliances at its central data centres, with a combination of smaller Silver Peak virtual and physical appliances installed at several remote sites. Using real-time optimisation techniques, the Silver Peak solution overcomes common bandwidth, latency, and quality issues that can traditionally plague many WAN environments.

Silver Peak claims that its virtual appliances are the first and only data acceleration devices designed for the rigours of branch office, cloud and data centre deployment. With industry leading capacity and built-in support for all IP products, including leading SAN and NAS replication solutions, the Silver Peak solution meets the requirements of today's most demanding IT initiatives, including data

replication, data migration, virtualisation and disaster recovery. Supporting 256,000 simultaneous user sessions, the Silver Peak solution is also ideal for enterprise hubs where connectivity is required to service many branch or remote locations making good use of its scalability and performance.

MAXIMISING IT, MINIMISING COSTS

Since deploying the Silver Peak solution, United Drug routinely replicates 20TB of data between its two Dublin sites. This is an 80 per cent improvement in replication throughput, and it enables the company to meet its stringent Recovery Point Objective (RPO). In addition, United Drug has been able to improve the performance of all other applications, such as file, email and web, to remote sites, plus as already mentioned, it now has the means to avoid costly bandwidth upgrades. The company continues to use its 100Mb link but much more effectively, in turn eliminating the need to upgrade to a 1Gb link along with the associated telco expenses.

With Silver Peak's data acceleration solutions now firmly established within United Drug's IT strategy, the company forecasts that over the next three years it will save in the region of 200,000 euros in IT related costs. Not only has the company minimised risk with better DR, but it has improved overall IT efficiency which helps United Drug to stay competitive as its business continues to expand. **NC**
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